

Blending with Infrastructure investment for a Metal Working Fluid Producer



Background

A leading Global Major in Lubricants and MWF, with a plant in upper India had capacity constraints in catering to their sales in the western regions in India, as their newer capacity in Western India was under construction and their existing capacities were almost at over utilization levels. The client required quick action and need a third party blending service, only for a specific time frame

Solution

Saiper was already a large supplier offering multiple products to the customer. The customer, was interested in the use of our blending services for a selected term, till their plant was ready; however the customer also needed Saiper to invest in some storage tanks for certain products. Saiper, took the task of liaising with the customer and their technical department, to get the Non Disclosure signed and the terms fixed. Saiper had already started blending for the customer within 3 months of the terms & conditions being signed.

Current Status

Saiper, though having completed the blending agreement, continues to be a large supplier to the customer and continues to blend for the customer, periodically, based on timeframe specific Non disclosures